



Jonathan Smith

Wave Dispersion Technologies

Jonathan Smith delivers success for leading-edge, high-growth companies. He is an entrepreneur and business leader who thrives in an environment where innovation is championed and continuous evolution of business strategy is expected. Jonathan possesses a background in finance and more than 10 years of executive sales and operational roles with technology companies. He is recognized for far-sighted leadership and an ability to move a business forward through strategies for leading the technology transfer cycle from invention to commercialization. After an early career in analyst positions for prominent financial services firms and investment banks, in 1999 Jonathan transitioned to become a Partner with 3D New Media where he injected new vigor into the company's web development and search engine optimization activities. His efforts made an immediate market impact by delivering \$2 million of engagements with high-profile clients such as GM, Morgan Stanley and Barclays Capital.

By 2002, Jonathan founded and served as President of Peak Placement, LLC, a niche Internet marketing and search engine optimization firm. Within three years, revenues climbed from zero to \$1 million and the firm offered products in three markets. Clients benefited with a combined \$20 million in new revenue as a direct result of Peak Placement's expertise. Jonathan's next undertaking came in 2005 as President and Chief Operating Officer of Wave Dispersion Technologies (www.whisprwave.com), a \$30 million mini-multinational government and defense contractor. Many of the company's strategic initiatives were launched under his leadership, resulting in the company's ranking among Inc. Magazine's 500 List based on 1000% growth through sales to US government agencies, allied governments, and Fortune 500 companies.

Jonathan is an innovator who won't quit, extending his energetic style of leadership to volunteer activities. He is a member of the Entrepreneurs' Organization. Currently he is championing an effort to integrate a GPS device with Leader Dogs for the Blind (www.leaderdog.org).

He actively promotes entrepreneurship through his involvement in The BizWorld Foundation (www.bizworld.org), teaching children about entrepreneurship. He is and advisor to Project Enterprise (www.projectenterprise.org), a microlending charity. He also received The Leukemia & Lymphoma Society National Man of the Year Award in 2004 for raising \$500,000 in donations and received honorable mention for the 2005 Kauffman Foundation's Community Award. In addition to a Bachelor of Arts (1992) and Master of Accounting degree (1993), Jonathan completed a Certificate in Homeland Securities Studies from Michigan State University in 2004.

